

## Message Text

UNCLASSIFIED

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 COME-00 /021 W  
-----030748 191131Z /10

R 181441Z AUG 78  
FM AMEMBASSY VIENNA  
TO SECSTATE WASHDC 7638  
AMEMBASSY BONN  
INFO AMCONSUL MUNICH

UNCLAS VIENNA 07459

PASS TO COMMERCE FOR ITA/ALP/OICR NEUHART  
SECSTATE FOR EB/OCA-AZUCCA  
BONN FOR E/C COUNS COONTZ  
MUNICH FOR MCCOWN

E.O. 11652: N/A  
TAGS: BEXP, XT, AU  
SUBJECT: WESTERN EUROPE E/C OFFICER CONFERENCE, SALZBURG

REF: (A) STATE 202171; (B) 207270

1. FOR BONN: OMATT NORMAN C. LABRIE WILL REPRESENT  
VIENNA. E/C COUNSELOR DWIGHT R. AMBACH WILL ALSO ATTEND  
IF HOME LEAVE SCHEDULE PERMITS; HOWEVER, HOTEL  
RESERVATION SHOULD NOT RPT NOT BE MADE FOR AMBACH.

2. FOR STATE/COMMERCE: EMBASSY WELCOMES ANNOUNCEMENT  
THAT GREATER EMPHASIS WILL BE PLACED ON POLICY DISCUSSION.  
PERHAPS ONE SESSION COULD BE TITLED: WHERE DO WE GO  
FROM HERE?: NATIONAL EXPORT POLICY VS. INCREASING  
RESTRICTIONS ON U.S. EXPORTERS. OBVIOUSLY, EXPORT  
EXPANSION TASK FORCE RECOMMENDATIONS SHOULD BE A MAJOR  
TOPIC ON AGENDA, PARTICULARLY IMPLICATIONS FOR POSTS.

3. OTHER TOPICS PROPOSED:  
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--- A. OFFICER AND FSL POSITION LOSSES: IS A BELT-  
TIGHTENING IN THE CARDS? WHICH ACTIVITIES COULD BE  
CUT BACK?

--- B. THE MTN, AND POSSIBLE EFFECTS ON U.S. EXPORTS.

--- C. CERP: IS ALL THAT REPORTING REALLY NECESSARY?

--- D. CLARIFICATION OF U.S. POLICY ON REVERSE INVESTMENT.

--- E. FEASIBILITY OF EXPANDING USG PROGRAMS TO PROMOTE TOURISM.

--- F. FOREIGN BUYER PROGRAM: IF IT WORKS, SHOULD IT NOT BE GIVEN ADDITIONAL RESOURCES?

--- G. FINALLY, WE WOULD LIKE TO SEE CONSIDERATION OF NEW WAYS OF COMBINING THE RESOURCES OF POSTS WITH A COMMON LANGUAGE, SIMILAR ECONOMIES AND MARKETING PROSPECTS (E.G. SWITZERLAND, FRG AND AUSTRIA) TO EXTRACT THE MAXIMUM RESULTS FROM THESE RESOURCES. A MORE UNIFIED EFFORT COULD, FOR INSTANCE, BOLSTER RECRUITMENT FOR THE FOREIGN BUYER PROGRAM. DISCUSSION MIGHT ALSO FOCUS ON A COMMON GERMAN-LANGUAGE INSERT TO EACH POST'S COMMERCIAL NEWSLETTER (E.G. NEW PRODUCTS, TOURISM PROMOTION).

4. PAST CONFERENCES HAVE INCLUDED SOME PARTICIPATION BY FSL COMMERCIAL SPECIALISTS FROM HOST-COUNTRY POST. ALTHOUGH FSL PARTICIPATION MAY NOT BE CONTEMPLATED FOR THIS CONFERENCE, WE THINK IT HIGHLY DESIRABLE THAT AT LEAST ONE SPECIALIST FROM VIENNA ATTEND CONFERENCE.  
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TO THIS EFFECT, EMBASSY NOMINATES PRINCIPAL COMMERCIAL SPECIALIST, FSL-1 HEINZ IRSCHIK AND REQUESTS FUNDING DATA FOR (IN-COUNTRY) TRAVEL. AS RESULT OF RECENT CUT OF ONE E/C OFFICER POSITION, POST MAY HAVE TO ADD SUBSTANTIALLY TO IRSCHIK'S ALREADY EXTENSIVE REPORTING AND SUPERVISORY RESPONSIBILITIES. IF APPROVED, REQUEST THAT BONN ADD IRSCHIK TO HOTEL COTTAGE RESERVATION LIST WHEN POSSIBLE. BORG

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## Message Attributes

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**Concepts:** n/a  
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Sheryl P. Walter  
Declassified/Released  
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